

Message Text

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TAGS: ETRD, EAGR, UR, US

SUBJECT: EXPANSION OF SOVIET GRAIN STORAGE CAPACITY

REF: STATE 47121

TEXT OF REQUESTED ARTICLE FOLLOWS. PLEASE FEEL FREE TO
CHANGE LAST SENTENCE AS YOU SEE FIT.

MAJOR EXPORT OPPORTUNITY: USSR TO EXPAND GRAIN STORAGE
CAPACITY BY THOMAS NILES, DIRECTOR, U.S. EMBASSY MOSCOW, AND
COMMERCIAL OFFICE, ROGER NEETZ, AGRICULTURAL ATTACHE, U.S.
EMBASSY MOSCOW

1. THE SOVIET UNION HAS ANNOUNCED PLANS TO EXPAND
ITS GRAIN STORAGE CAPACITY BY 40 MILLION METRIC TONS DURING
THE 1976-1980 FIVE YEAR PLAN -- AN INCREASE OF FORTY
30 PERCENT. THESE PLANS, DESIGNED TO REDUCE CROP SPOILAGE,
WILL INVOLVE IMPORTS OF TECHNOLOGY AND EQUIPMENT FOR SILOS,
ELEVATORS AND GRAIN HANDLING. SOVIET OFFICIALS HAVE EXPRESSED INTERE
ST
IN AMERICAN PRODUCTS AND KNOW-HOW.

2. 3.5 BILLION RUBLES HAVE BEEN BUDGETED FOR THIS PROJECT.
(ONE RUBLE EQUALS \$1.43 AT THE CURRENT OFFICIAL EXCHANGE
RATE.) OF THIS TOTAL, 2.5 BILLION WILL BE USED TO COVER
THE COST OF CONSTRUCTION AND ASSEMBLY WORK. ELEVATORS WILL
PROVIDE 34 MILLION OF THE ADDITIONAL 40 MILLION TONS OF
CAPACITY WITH STEEL SILOS PROVIDING THE OTHER SIX MILLION.

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3. FOLLOWING CONVERSATIONS WITH SOVIET OFFICIALS, WE BELIEVE THIS PROJECT REPRESENTS A SIGNIFICANT EXPORT OPPORTUNITY FOR AMERICAN FIRMS OFFERING EQUIPMENT AND TECHNOLOGY IN THE FOLLOWING AREAS:

4. ELEVATORS AND SILOS: TECHNOLOGY FOR THE PRODUCTION OF POURED CONCRETE ELEVATORS AND SILOS. METAL SILOS AND PLANTS TO PRODUCE THEM.

5. ELEVATOR EQUIPMENT: GRAIN DRYING AND CONSERVATION SYSTEMS, INCLUDING EQUIPMENT FOR "ACTIVE VENTILATION" AND CONSERVATION AT LOW TEMPERATURES. GRAIN CLEANING MACHINERY WITH CAPACITIES OF 150, 200 OR 300 TONS, PARTICULARLY EQUIPMENT DESIGNED TO CLEAN SEED WHEAT. GRAIN QUALITY ANALYZERS.

6. GRAIN HANDLING SYSTEMS: EQUIPMENT FOR LOADING AND UNLOADING GRAIN AT FARMS AND ELEVATORS. RAILROAD CARS FOR GRAIN TRANSPORT. EQUIPMENT FOR MOVING GRAIN WITHIN ELEVATORS, ESPECIALLY WITH A 1000 TON/HOUR CAPACITY.

7. IN MOSCOW THE U.S. COMMERCIAL OFFICE AND THE OFFICE OF THE AGRICULTURAL ATTACHE ARE READY TO HELP AMERICAN FIRMS MAKE SALES FOR THIS PROJECT. FURTHER INFORMATION CAN BE OBTAINED FROM MR. PAUL TERLIZZI OF THE TRADE DEVELOPMENT ASSISTANCE DIVISION, BUREAU OF EAST-WEST TRADE, U.S. DEPARTMENT OF COMMERCE, WASHINGTON, D.C. 20230, TELEPHONE: (202) 967-2884.
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